

## New Hampshire District Office

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### **Brenda Cloutier of Beyond Mission Capable Solutions of Salem, NH is SBA's New Hampshire Woman Owned Small Business of the Year.**



Brenda Cloutier really likes to figure things out. She has studied and worked as a registered nurse, and then specialized in oncology care. She then went on to get a bachelor's degree in nursing and applied her talents into cancer research and organizational management. There had to be another challenge ahead. There was, and in 2013 together with her husband Matt she entered the world of cyber-security by starting Beyond Mission Capable Solutions (BMCS) with the intent of growing a sustainable business dedicated to the needs of the nation. She and her firm have also been selected as the 2018 NH Woman Owned Small Business of the Year.

By starting Beyond Mission Capable Solutions Brenda they leveraged Brenda's drive with her academic and work experience in the areas of business administration, health care, and oncology nursing with Matt's 15 year background of engineering and leadership with both operational and policy aspects of Cyber security.

In 5 short years BMCS has earned a reputation as a results-oriented provider of cyber-security services quickly gained traction with local Department of Defense clients, and word of the company's family- and veteran-friendly culture quickly spread to applicants and recruiters. Beginning with a team of only three employees in 2013, Ms. Cloutier has grown BMCS to 18 employees where Brenda as CEO is accountable for the fiscal and contract management and human resource matters in a highly competitive market.

Priding herself on maintaining an innovative and positive work culture, Ms. Cloutier has actively established a recruiting approach that seeks to balance experience with youthful aptitude. Under a company-established internship program, hiring results this year witnessed the on-boarding of three recent New England college graduates, one of whom was accessed through a local university's Veterans' Resource Center. Brenda's active desire to maintain connectivity to local universities has positioned her staff as active ambassadors to the region's emerging student cyber talent.

Not content to simply operate her own business, Ms. Cloutier actively sought, enrolled in, and completed the 2017 "Emerging Leaders" program through the NH Small Business Administration. Talents learned as part of the 2017 cohort were immediately applied in the Beyond Mission Capable Solutions environment, helping to enrich and grow an already optimistic and client-centered culture. She also has worked closely with the NH Procurement

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Technical Assistance Center staff in honing her skills to identify and succeed in matching the talents of BMCS staff with the security needs of federal agencies and contractors.

Brenda was nominated for the award by Russ Blaine, Chief Operating officer at BMCS who stated "Without doubt, Ms. Cloutier is at the helm of a focused and determined woman-owned small business, and is certain to make a continued impact with clients. She has led Beyond Mission Capable Solutions to annual increases in employees, clients, sales, and profitability while providing cyber security services to Department of Defense and commercial clients. Ms. Brenda Cloutier is a deserved candidate for the award of the SBA's NH 2018 Woman-Owned Small Business of the Year."

Greta Johansson, District Director of the SBA's New Hampshire office added "Brenda has brought demonstrated an energy that is unique to winning entrepreneurs. She knows her strengths, capitalizes on them and finds in the gaps with skilled staff who share her vision and values. "

Brenda Cloutier and Beyond Mission Capable Solutions will be recognized locally at the annual **NH SBA Small Business Awards** event on **May 2nd** at the Manchester Country Club in Bedford. For additional information on BMCS visit [www.bmcsoved.com](http://www.bmcsoved.com)

*For info on the May 2nd event call Warren Haggerty at 603-225-1405 or [warren.haggerty@sba.gov](mailto:warren.haggerty@sba.gov)*

*To register for the event click [here](#) or visit [www.nhbankers.com](http://www.nhbankers.com) Event Schedule*